

## EXPRESSION OF INTEREST FOR THE PROVISION OF SITE ACQUISITION SERVICES

Safaricom Telecommunications Ethiopia PLC expects to build its network all over the country. To achieve this, we will need to recruit service providers who can assist with all services relating to site acquisitions.

In line with our objective of partnering with local Ethiopian companies to provide this service, we are looking for capable companies that can provide the following services:

- Site search: this covers activities related to searching for candidate sites. The activity includes completion of relevant site owner permit documentation, to establish status of the property from site owner or the consortium.
- Site lease: this covers activities related to completion of the lease deed for the validated candidate site like; Lease fee negotiation, title verification and lease contract signing support.
- Site permit: this scope covers evaluation of the permit requirements and application process for each site independently. Based on this evaluation, a permit process, permit plan and permit package are established including all supporting documents/drawings.

Capable companies who meet the following criteria are invited to express interest:

- Those interested in providing site acquisition services should have experience providing such site search services like; site location details and coordinates, site owner details and ownership documentation, site type, access description, sketch drawings and building drawings, photos, permit requirements and type.
- Prove of providing such site lease services like; lease fee negotiation, title verification and support lease contract signing.
- Experience with providing site permit services involving evaluation of the permit requirements and application process for each site independently. As well as establishing a permit process, a permit plan and permit package that includes all supporting documents/drawings.

### SUBMISSION OF RESPONSES

Interested and capable services who meet the above criteria should submit their expression of interest by e-mail to: **bids@safaricom.et no later than 1<sup>st</sup> April 2022**

All the details should be zipped and sent on email as guided below.

- **All submissions to email must be less than 20MB, and if larger should be shared on a google drive**

### EOI REQUIREMENTS

- a) Copies of the Registration certificate, Business License and Tax Identification Number (TIN), VAT and Memorandum and Association
- b) A copy of the Company's profile or statement of capability highlighting the key areas of experience, expertise, and capacity
- c) Reference letters from your customers and contact people who may be contacted for references
- d) The contact details of the person who will represent the company on the submission and will provide information when needed.
- e) Audited financial statements for the last two years.
- f) Provide evidence of related site acquisition capabilities.
- g) Provide the regional experience across Ethiopia, the number and detail of projects executed in these regions.

### NEXT STEPS

Once the responses are received the further process will follow the steps below:

- Review of submitted Expressions of Interest Submissions.
- Prequalification of shortlisted suppliers
- Issuing of tender to prequalified suppliers

### NOTE:

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- No prices should be provided with this EOI.
- The receipt of a response shall not bind Safaricom to any contractual agreements with the prospective bidder. Such arrangements shall only come in place once an award has been issued to a successful bidder after a tender process.
- Any costs associated with the preparation and submission of the response to the EOI shall be borne by the EOI respondent.

### NOTE

Safaricom Telecommunications Ethiopia PLC reserves, at its sole discretion, the right to select or reject, either in totality or partially, any or all submissions made in the context of this EOI. Any such decisions made will be final and no correspondence will be engaged in, other than for informing the bidders of the outcome of the process.